Index to Volume 62

1984:
Numbers 1 to 6

Authors and articles

Anderson, Charles A.
Corporate Directors in Japan
From the Boardroom
Number 3, Page 30
Reprint 84301

Arnold, Tanya S.
How to Do Interest Rate Swaps
Number 5, Page 96
Reprint 84501

Auerbach, Joseph
Can Inside Counsel Wear Two Hats?
Number 5, Page 80
Reprint 84502

Baker, Michael
Coauthor
Are You Hearing Enough Employee Concerns?
Number 3, Page 127
Reprint 84311

Bartczak, Norman J.
Coauthor
Cash Flow– It's Not the Bottom Line
Number 4, Page 60
Reprint 84402

Barton, John H.
Coping with Technological Protectionism
Number 6, Page 91
Reprint 84601

Behrman, Jack N.
Coauthor
Are Business Schools Doing Their Job?
Special Report
Number 1, Page 140
Reprint 84101

Berlew, F. Kingston
The Joint Venture– A Way into Foreign Markets
Ideas for Action
Number 4, Page 48
Reprint 84401

Bernick, Michael
New Ventures for Antipoverty Agencies
Keeping Informed
Number 6, Page 44
Reprint 84602

Bernstein, Peter L.
Coauthor
Are Economic Forecasters Worth Listening to?
Keeping Informed
Number 5, Page 32
Reprint 84503

Blake, Robert R.
Coauthor
Overcoming Group Warfare
Number 6, Page 98
Reprint 84603

Blodgett, Timothy B.
Changing the System
For the Manager's Bookshelf
Number 1, Page 12
Reprint 84102

Bloom, Paul N.
Effective Marketing for Professional Services
Number 5, Page 102
Reprint 84504

Bonoma, Thomas V.
Making Your Marketing Strategy Work
Number 2, Page 68
Reprint 84201

Coauthor
How to Segment Industrial Markets
Number 3, Page 104
Reprint 84312

Boyd, David P.
Coauthor
The Loneliness of the Small-Business Owner
Growing Concerns
Number 6, Page 18
Reprint 84605

Boyle, Richard J.
Wrestling with Jellyfish
Number 1, Page 74
Reprint 84103

Brown, Peter
Coauthor
Don't Rush to Court When Your Computer Fails
Number 1, Page 118
Reprint 84114

Bullen, Christine
Coauthor
What to Expect from Teleconferencing
Thinking Ahead
Number 2, Page 164
Reprint 84207

Buss, Martin D.J.
Coauthor
Common Sense and Computer Security
Number 2, Page 112
Reprint 84202

Legislative Threat to Transborder Data Flow
Number 3, Page 111
Reprint 84302

Canton, Irving D.
Learning to Love the Service Economy
Number 3, Page 89
Reprint 84303

Casey, Cornelius J.
Coauthor
Cash Flow– It's Not the Bottom Line
Number 4, Page 60
Reprint 84402

Churchill, Neil C.
Budget Choice: Planning vs. Control
Growing Concerns
Number 4, Page 150
Reprint 84403

Collins, Eliza G.C.
Taking Hold of Change
For the Manager's Bookshelf
Number 3, Page 54
Reprint 84304

Index to Volume 62

1984:
Numbers 1 to 6

Authors and articles

Anderson, Charles A.
Corporate Directors in Japan
From the Boardroom
Number 3, Page 30
Reprint 84301

Arnold, Tanya S.
How to Do Interest Rate Swaps
Number 5, Page 96
Reprint 84501

Auerbach, Joseph
Can Inside Counsel Wear Two Hats?
Number 5, Page 80
Reprint 84502

Baker, Michael
Coauthor
Are You Hearing Enough Employee Concerns?
Number 3, Page 127
Reprint 84311

Bartczak, Norman J.
Coauthor
Cash Flow– It's Not the Bottom Line
Number 4, Page 60
Reprint 84402

Barton, John H.
Coping with Technological Protectionism
Number 6, Page 91
Reprint 84601

Behrman, Jack N.
Coauthor
Are Business Schools Doing Their Job?
Special Report
Number 1, Page 140
Reprint 84101

Berlew, F. Kingston
The Joint Venture– A Way into Foreign Markets
Ideas for Action
Number 4, Page 48
Reprint 84401

Bernick, Michael
New Ventures for Antipoverty Agencies
Keeping Informed
Number 6, Page 44
Reprint 84602

Bernstein, Peter L.
Coauthor
Are Economic Forecasters Worth Listening to?
Keeping Informed
Number 5, Page 32
Reprint 84503

Blake, Robert R.
Coauthor
Overcoming Group Warfare
Number 6, Page 98
Reprint 84603

Blodgett, Timothy B.
Changing the System
For the Manager's Bookshelf
Number 1, Page 12
Reprint 84102

Bloom, Paul N.
Effective Marketing for Professional Services
Number 5, Page 102
Reprint 84504

Bonoma, Thomas V.
Making Your Marketing Strategy Work
Number 2, Page 68
Reprint 84201

Coauthor
How to Segment Industrial Markets
Number 3, Page 104
Reprint 84312

Boyd, David P.
Coauthor
The Loneliness of the Small-Business Owner
Growing Concerns
Number 6, Page 18
Reprint 84605

Boyle, Richard J.
Wrestling with Jellyfish
Number 1, Page 74
Reprint 84103

Brown, Peter
Coauthor
Don't Rush to Court When Your Computer Fails
Number 1, Page 118
Reprint 84114

Bullen, Christine
Coauthor
What to Expect from Teleconferencing
Thinking Ahead
Number 2, Page 164
Reprint 84207

Buss, Martin D.J.
Coauthor
Common Sense and Computer Security
Number 2, Page 112
Reprint 84202

Legislative Threat to Transborder Data Flow
Number 3, Page 111
Reprint 84302

Canton, Irving D.
Learning to Love the Service Economy
Number 3, Page 89
Reprint 84303

Casey, Cornelius J.
Coauthor
Cash Flow– It's Not the Bottom Line
Number 4, Page 60
Reprint 84402

Churchill, Neil C.
Budget Choice: Planning vs. Control
Growing Concerns
Number 4, Page 150
Reprint 84403

Collins, Eliza G.C.
Taking Hold of Change
For the Manager's Bookshelf
Number 3, Page 54
Reprint 84304

Dayton, Kenneth N.
Corporate Governance: The Other Side of the Coin
From the Boardroom
Number 1, Page 34
Reprint 84104

Drucker, Peter F.
Our Entrepreneurial Economy
Number 1, Page 58
Reprint 84105

Dyer, Davis
Reconsidering Industrial Relations
For the Manager's Bookshelf
Number 6, Page 8
Reprint 84604

Egdahl, Richard H.
Should We Shrink the Health Care System?
Number 1, Page 125
Reprint 84106

Ernst, Harry B.
New Balance Sheet for Managing Liquidity and Growth
Number 2, Page 122
Reprint 84203

Foulkes, Fred K.
Coauthor
People Make Robots Work
Number 1, Page 94
Reprint 84107

Fox, J. Ronald
Revamping the Business of National Defense
Number 5, Page 62
Reprint 84505

Frank, Victor H., Jr.
Living with Price Control Abroad
Number 2, Page 137
Reprint 84204

Fruhan, William E., Jr.
How Fast Should Your Company Grow?
Number 1, Page 84
Reprint 84108

Green, Charles H.
Coauthor
How CEOs Use Top Management Committees
Number 1, Page 65
Reprint 84118

Gumpert, David E.
Probing the Venture Creation Process
For the Manager's Bookshelf
Number 2, Page 22
Reprint 84205

Coauthor
The Loneliness of the Small-Business Owner
Growing Concerns
Number 6, Page 18
Reprint 84605

Hamermesh, Richard G.
Coauthor
Manage Beyond Portfolio Analysis
Number 1, Page 103
Reprint 84109

Hamilton, Robert A.
What Will We Do When the Well Runs Dry?
Thinking Ahead
Number 6, Page 28
Reprint 84606

Hawkins, David F.
Toward the New Balance Sheet
Number 6, Page 156
Reprint 84607

Hiatt, Howard H.
The Coming of Corporate Medicine
For the Manager's Bookshelf
Number 1, Page 6
Reprint 84110

Higgins, Edward D.
Coauthor
Selling the 401(k) Plan to Employees
Ideas for Action
Number 6, Page 68
Reprint 84612

Hill, John S.
Coauthor
Adapting Products to LDC Tastes
Number 2, Page 92
Reprint 84206

Hirsch, Jeffrey L.
Coauthor
People Make Robots Work
Number 1, Page 94
Reprint 84107

Hurst, David K.
Of Boxes, Bubbles, and Effective Management
Number 3, Page 78
Reprint 84305

Hyer, Nancy L.
Coauthor
Group Technology and Productivity
Number 4, Page 140
Reprint 84404

Isenberg, Daniel J.
How Senior Managers Think
Number 6, Page 80
Reprint 84608

Jeffrey, Robert H.
The Folly of Stock Market Timing
Number 4, Page 102
Reprint 84405

Jenkins, Roger L.
Coauthors
Report Cards on the MBA
Probing Opinions
Number 5, Page 20
Reprint 84506

Jensen, Michael C.
Takeovers: Folklore and Science
Number 6, Page 109
Reprint 84609

Johansen, Robert
Coauthor
What to Expect from Teleconferencing
Thinking Ahead
Number 2, Page 164
Reprint 84207

Johnson, William G.
Coauthor
Robots to Reduce the High Cost of Illness and Injury
Ideas for Action
Number 3, Page 24
Reprint 84307

Kaplan, Robert S.
Yesterday's Accounting Undermines Production
Number 4, Page 95
Reprint 84406

Karasik, Myron S.
Selecting a Small Business Computer
Growing Concerns
Number 1, Page 26
Reprint 84111

Keen, Peter G.W.
Coauthor
What to Do with All Those Micros
Number 5, Page 142
Reprint 84507

Kester, W. Carl
Today's Options for Tomorrow's Growth
Number 2, Page 153
Reprint 84208

King, Barry E.
Coauthors
Manufacturing Performance–Pulling the Right Levers
Number 2, Page 143
Reprint 84214

Kizilos, Tolly
Kratylus Automates His Urnworks
Number 3, Page 136
Reprint 84306

Klein, Janice A.
Why Supervisors Resist Employee Involvement
Number 5, Page 87
Reprint 84508

Krajewski, Lee J.
Coauthors
Manufacturing Performance–Pulling the Right Levers
Number 2, Page 143
Reprint 84214

Lambrinos, James
Coauthor
Robots to Reduce the High Cost of Illness and Injury
Ideas for Action
Number 3, Page 24
Reprint 84307

Lambrix, Robert J.
Coauthor
Preapproval Audits of Capital Projects
Ideas for Action
Number 2, Page 12
Reprint 84209

Lauenstein, Milton C.
Cutting Companies Down to Size
Growing Concerns
Number 5, Page 6
Reprint 84509

Leap, Terry L.
Coauthor
Racial Remarks in the Workplace: Humor or Harassment?
Ideas for Action
Number 6, Page 74
Reprint 84610

Leone, Robert A.
Examining Deregulation
For the Manager's Bookshelf
Number 4, Page 56
Reprint 84407

Levin, Richard I.
Coauthor
Are Business Schools Doing Their Job?
Number 1, Page 140
Reprint 84101

Levitt, Arthur, Jr.
Industrial Policy: Slogan or Solution?
Ideas for Action
Number 2, Page 6
Reprint 84210

Majerus, Raymond E.
Workers Have a Right to a Share of Profits
Ideas for Action
Number 5, Page 42
Reprint 84510

Malloy, James M.
Coauthor
Medicare on the Critical List
Number 6, Page 122
Reprint 84611

Mather, Hal E.
The Case for Skimpy Inventories
Ideas for Action
Number 1, Page 40
Reprint 84112

Matthews, Glenn H.
Run Your Business or Build an Organization?
Growing Concerns
Number 2, Page 34
Reprint 84211

McDonough, Edward E, III
Coauthor
Quick-Response New Product Development
Ideas for Action
Number 5, Page 52
Reprint 84511

McFarlan, F Warren
Information Technology Changes the Way You Compete
Number 3, Page 98
Reprint 84308

Meal, Harlan C.
Putting Production Decisions Where They Belong
Number 2, Page 102
Reprint 84212

Miller, David M.
Profitability = Productivity + Price Recovery
Number 3, Page 145
Reprint 84309

Miller, Robert A.
Coauthor
Tactics to Employ When a Lawsuit Looms
Ideas for Action
Number 4, Page 42
Reprint 84410

Moody, Hiram E, Jr.
Coauthor
Selling the 401(k) Plan to Employees
Ideas for Action
Number 6, Page 68
Reprint 84612

Morris, Thomas D.
Taking Charge in Washington
Special Report
Number 4, Page 24
Reprint 84408

Mouton, Jane S.
Coauthor
Overcoming Group Warfare
Number 6, Page 98
Reprint 84603

Muckley, Joseph E.
'Dear Fellow Shareowner'
From the Boardroom
Number 2, Page 46
Reprint 84213

Neidich, Daniel
Coauthor
Corporate Real Estate: Source of New Equity?
Number 4, Page 76
Reprint 84409

Olson, Fred C.
How Peer Review Works at Control Data
Ideas for Action
Number 6, Page 58
Reprint 84613

Orkin, Neal
Rewarding Employee Invention: Time for Change
Ideas for Action
Number 1, Page 56
Reprint 84113

Peterson, Peter G.
The Peterson Prescription
Number 3, Page 66
Reprint 84310

Price, Robert M.
Commitment Without Involvement
For the Manager's Bookshelf
Number 5, Page 162
Reprint 84512

Raysman, Richard
Coauthor
Don't Rush to Court When Your Computer Fails
Number 1, Page 118
Reprint 84114

Reardon, Kathleen K.
It's the Thought That Counts
Number 5, Page 136
Reprint 84513

Reizenstein, Richard C.
Coauthors
Report Cards on the MBA
Probing Opinions
Number 5, Page 20
Reprint 84506

Ritzman, Larry P.
Coauthors
Manufacturing Performance–Pulling the Right Levers
Number 2, Page 143
Reprint 84214

Rodgers, F. G.
Coauthors
Report Cards on the MBA
Probing Opinions
Number 5, Page 20
Reprint 84506

Rosenthal, Mark M.
Coauthor
Tactics to Employ When a Lawsuit Looms
Ideas for Action
Number 4, Page 42
Reprint 84410

Ross, Elliot B.
Making Money with Proactive Pricing
Number 6, Page 145
Reprint 84614

Rowe, Mary P.
Coauthor
Are You Hearing Enough Employee Concerns?
Number 3, Page 127
Reprint 84311

Ryans, John K., Jr.
Coauthor
Organizing for High-Tech Marketing
Number 6, Page 164
Reprint 84615

Safer, John
A Shaping Hand
HBR Interview
Number 4, Page 67
Reprint 84411

Salerno, Lynn M.
Coauthor
Common Sense and Computer Security
Number 2, Page 112
Reprint 84202

Scott, Bruce R.
National Strategy for Stronger U.S. Competitiveness
Number 2, Page 77
Reprint 84215

Seiler, John A.
Architecture at Work
Number 5, Page 111
Reprint 84514

Shanklin, William L.
Coauthor
Organizing for High-Tech Marketing
Number 6, Page 164
Reprint 84615

Shapiro, Benson P.
Coauthor
How to Segment Industrial Markets
Number 3, Page 104
Reprint 84312

Shapiro, Roy D.
Get Leverage from Logistics
Number 3, Page 119
Reprint 84313

Sharman, Graham
The Rediscovery of Logistics
Number 5, Page 71
Reprint 84515

Shostack, G. Lynn
Designing Services That Deliver
Number 1, Page 133
Reprint 84115

Shreeve, Thomas W.
Be Prepared for Political Changes Abroad
Number 4, Page 111
Reprint 84412

Silbert, Theodore H.
Coauthor
Are Economic Forecasters Worth Listening to?
Keeping Informed
Number 5, Page 32
Reprint 84503

Singhvi, Surendra S.
Coauthor
Preapproval Audits of Capital Projects
Ideas for Action
Number 2, Page 12
Reprint 84209

Skinner, David B.
Coauthor
Medicare on the Critical List
Number 6, Page 122
Reprint 84611

Smeltzer, Larry R.
Coauthor
Racial Remarks in the Workplace: Humor or Harassment?
Ideas for Action
Number 6, Page 74
Reprint 84610

Spital, Francis C.
Coauthor
Quick-Response New Product Development
Ideas for Action
Number 5, Page 52
Reprint 84511

Stancill, James McNeill
Upgrade Your Company's Image–And Valuation
Growing Concerns
Number 1, Page 16
Reprint 84116

Steinberg, Thomas M.
Coauthor
Corporate Real Estate: Source of New Equity?
Number 4, Page 76
Reprint 84409

Still, Richard R.
Coauthor
Adapting Products to LDC Tastes
Number 2, Page 92
Reprint 84206

Suss, Warren H.
How to Sell to Uncle Sam
Number 6, Page 136
Reprint 84616

Thompson, Arthur A., Jr.
Strategies for Staying Cost Competitive
Number 1, Page 110
Reprint 84117

Underwood, Don
Toward Self-Reliance in Retirement Planning
Ideas for Action
Number 3, Page 18
Reprint 84314

Vancil, Richard F.
Coauthor
How CEOs Use Top Management Committees
Number 1, Page 65
Reprint 84118

Viscione, Jerry A.
Small Company Budgets: Targets Are Key
Growing Concerns
Number 3, Page 42
Reprint 84315

Wagner, Harvey M.
Profit Wonders, Investment Blunders
Number 5, Page 121
Reprint 84516

Wallace, Wanda A.
Internal Auditors Can Cut Outside CPA Costs
Ideas for Action
Number 2, Page 16
Reprint 84216

Walsh, Diana Chapman
Is There a Doctor In-House?
Number 4, Page 84
Reprint 84413

Weiss, Andrew
Simple Truths of Japanese Manufacturing
Number 4, Page 119
Reprint 84414

Wemmerlöv, Urban
Coauthor
Group Technology and Productivity
Number 4, Page 140
Reprint 84404

White, Roderick E.
Coauthor
Manage Beyond Portfolio Analysis
Number 1, Page 103
Reprint 84109

Williams, Charles M.
When the Mighty Stumble
Number 4, Page 126
Reprint 84415

Williams, Oliver
Who Cast the First Stone?
Number 5, Page 151
Reprint 84517

Woo, Carolyn Y.
Market-Share Leadership–Not Always So Good
Ideas for Action
Number 1, Page 50
Reprint 84119

Woodman, Lynda A.
Coauthor
What to Do with All Those Micros
Number 5, Page 142
Reprint 84507

Wrapp, H. Edward
Good Managers Don't Make Policy Decisions
HBR Classic
Number 4, Page 8
Reprint 84416

Yang, Charles Y.
Demystifying Japanese Management Practices
Special Report
Number 6, Page 172
Reprint 84617

Yoffie, David B.
Profiting from Countertrade
Special Report
Number 3, Page 8
Reprint 84316

Classified list of articles

Board of Directors

Corporate Directors in Japan
From the Boardroom
Charles A. Anderson
Number 3, Page 30
Reprint 84301

Corporate Governance: The Other Side of the Coin
From the Boardroom
Kenneth N. Dayton
Number 1, Page 34
Reprint 84104

'Dear Fellow Shareowner'
From the Boardroom
Joseph E. Muckley
Number 2, Page 46
Reprint 84213

Business and Education

Are Business Schools Doing Their Job?
Special Report
Jack N. Behrman and Richard I. Levin
Number 1, Page 140
Reprint 84101

Report Cards on the MBA
Probing Opinions
Roger L. Jenkins, Richard C. Reizenstein, and F G. Rodgers
Number 5, Page 20
Reprint 84506

Business Reading

Changing the System
For the Manager's Bookshelf
Timothy B. Blodgett
Number 1, Page 12
Reprint 84102

Coming of Corporate Medicine, The
For the Manager's Bookshelf
Howard H. Hiatt
Number 1, Page 6
Reprint 84110

Commitment Without Involvement
For the Manager's Bookshelf
Robert M. Price
Number 5, Page 162
Reprint 84512

Examining Deregulation
For the Manager's Bookshelf
Robert A. Leone
Number 4, Page 56
Reprint 84407

Probing the Venture Creation Process
For the Manager's Bookshelf
David E. Gumpert
Number 2, Page 22
Reprint 84205

Reconsidering Industrial Relations
For the Manager's Bookshelf
Davis Dyer
Number 6, Page 8
Reprint 84604

Taking Hold of Change
For the Manager's Bookshelf
Eliza G.C. Collins
Number 3, Page 54
Reprint 84304

Compensation

Workers Have a Right to a Share of Profits
Ideas for Action
Raymond E. Majerus
Number 5, Page 42
Reprint 84510

Computers and Information Systems

Common Sense and Computer Security
Martin D.J. Buss and Lynn M. Salerno
Number 2, Page 112
Reprint 84202

Don't Rush to Court When Your Computer Fails
Richard Raysman and Peter Brown
Number 1, Page 118
Reprint 84114

Information Technology Changes the Way You Compete
F. Warren McFarlan
Number 3, Page 98
Reprint 84308

What to Do with All Those Micros
Peter G.W. Keen and Lynda A. Woodman
Number 5, Page 142
Reprint 84507

What to Expect from Teleconferencing
Thinking Ahead
Robert Johansen and Christine Bullen
Number 2, Page 164
Reprint 84207

Corporate Planning and Strategy

Architecture at Work
John A. Seiler
Number 5, Page 111
Reprint 84514

Are Economic Forecasters Worth Listening to?
Keeping Informed
Peter L. Bernstein and Theodore H. Silbert
Number 5, Page 32
Reprint 84503

Coping with Technological Protectionism
John H. Barton
Number 6, Page 91
Reprint 84601

How Fast Should Your Company Grow?
William E. Fruhan, Jr.
Number 1, Page 84
Reprint 84108

Takeovers: Folklore and Science
Michael C. Jensen
Number 6, Page 109
Reprint 84609

Today's Options for Tomorrow's Growth
W. Carl Kester
Number 2, Page 153
Reprint 84208

When the Mighty Stumble
Charles M. Williams
Number 4, Page 126
Reprint 84415

Finance and Accounting

Cash Flow— It's Not the Bottom Line
Cornelius J. Casey and Norman J. Bartczak
Number 4, Page 60
Reprint 84402

Folly of Stock Market Timing, The
Robert H. Jeffrey
Number 4, Page 102
Reprint 84405

How to Do Interest Rate Swaps
Tanya S. Arnold
Number 5, Page 96
Reprint 84501

Internal Auditors Can Cut Outside CPA Costs
Ideas for Action
Wanda A. Wallace
Number 2, Page 16
Reprint 84216

New Balance Sheet for Managing Liquidity and Growth
Harry B. Ernst
Number 2, Page 122
Reprint 84203

Preapproval Audits of Capital Projects
Ideas for Action
Robert J. Lambrix and Surendra S. Singhvi
Number 2, Page 12
Reprint 84209

Profit Wonders, Investment Blunders
Harvey M. Wagner
Number 5, Page 121
Reprint 84516

Profitability = Productivity + Price Recovery
David M. Miller
Number 3, Page 145
Reprint 84309

Toward the New Balance Sheet
David F. Hawkins
Number 6, Page 156
Reprint 84607

General Management

How Senior Managers Think
Daniel J. Isenberg
Number 6, Page 80
Reprint 84608

Manage Beyond Portfolio Analysis
Richard G. Hamermesh and Roderick E. White
Number 1, Page 103
Reprint 84109

Of Boxes, Bubbles, and Effective Management
David K. Hurst
Number 3, Page 78
Reprint 84305

Taking Charge in Washington
Special Report
Thomas D. Morris
Number 4, Page 24
Reprint 84408

Wrestling with Jellyfish
Richard J. Boyle
Number 1, Page 74
Reprint 84103

Government and Business

How to Sell to Uncle Sam
Warren H. Suss
Number 6, Page 136
Reprint 84616

Industrial Policy: Slogan or Solution?
Ideas for Action
Arthur Levitt, Jr.
Number 2, Page 6
Reprint 84210

National Strategy for Stronger U.S. Competitiveness
Bruce R. Scott
Number 2, Page 77
Reprint 84215

New Ventures for Antipoverty Agencies
Keeping Informed
Michael Bernick
Number 6, Page 44
Reprint 84602

Revamping the Business of National Defense
J. Ronald Fox
Number 5, Page 62
Reprint 84505

HBR Classic

Good Managers Don't Make Policy Decisions
H. Edward Wrapp
Number 4, Page 8
Reprint 84416

HBR Interviews

Peterson Prescription, The
Peter G. Peterson
Number 3, Page 66
Reprint 84310

Shaping Hand, A
John Safer
Number 4, Page 67
Reprint 84411

Health Care

Is There a Doctor In-House?
Diana Chapman Walsh
Number 4, Page 84
Reprint 84413

Medicare on the Critical List
James M. Malloy and David B. Skinner
Number 6, Page 122
Reprint 84611

Robots to Reduce the High Cost of Illness and Injury
Ideas for Action
James Lambrinos and William G. Johnson
Number 3, Page 24
Reprint 84307

Should We Shrink the Health Care System?
Richard H. Egdahl
Number 1, Page 125
Reprint 84106

Inflation and Accounting

Strategies for Staying Cost Competitive
Arthur A. Thompson, Jr.
Number 1, Page 110
Reprint 84117

International Management

Adapting Products to LDC Tastes
John S. Hill and Richard R. Still
Number 2, Page 92
Reprint 84206

Be Prepared for Political Changes Abroad
Thomas W. Shreeve
Number 4, Page 111
Reprint 84412

Joint Venture, The – A Way into Foreign Markets
Ideas for Action
F Kingston Berlew
Number 4, Page 48
Reprint 84401

Living with Price Control Abroad
Victor H. Frank, Jr.
Number 2, Page 137
Reprint 84204

Profiting from Countertrade
Special Report
David B. Yoffie
Number 3, Page 8
Reprint 84316

Who Cast the First Stone?
Oliver Williams
Number 5, Page 151
Reprint 84517

Legal Aspects of Business

Can Inside Counsel Wear Two Hats?
Joseph Auerbach
Number 5, Page 80
Reprint 84502

Legislative Threat to Transborder Data Flow
Martin D.J. Buss
Number 3, Page 111
Reprint 84302

Rewarding Employee Invention: Time for Change
Ideas for Action
Neal Orkin
Number 1, Page 56
Reprint 84113

Tactics to Employ When a Lawsuit Looms
Ideas for Action
Mark M. Rosenthal and Robert A. Miller
Number 4, Page 42
Reprint 84410

Marketing Management

Effective Marketing for Professional Services
Paul N. Bloom
Number 5, Page 102
Reprint 84504

How to Segment Industrial Markets
Benson P. Shapiro and Thomas V. Bonoma
Number 3, Page 104
Reprint 84312

Making Money with Proactive Pricing
Elliot B. Ross
Number 6, Page 145
Reprint 84614

Making Your Marketing Strategy Work
Thomas V. Bonoma
Number 2, Page 68
Reprint 84201

Market-Share Leadership – Not Always So Good
Ideas for Action
Carolyn Y. Woo
Number 1, Page 50
Reprint 84119

Organizing for High-Tech Marketing
William L. Shanklin and John K. Ryans, Jr.
Number 6, Page 164
Reprint 84615

Personnel Relations

Are You Hearing Enough Employee Concerns?
Mary P. Rowe and Michael Baker
Number 3, Page 127
Reprint 84311

How Peer Review Works at Control Data
Ideas for Action
Fred C. Olson
Number 6, Page 58
Reprint 84613

Overcoming Group Warfare
Robert R. Blake and Jane S. Mouton
Number 6, Page 98
Reprint 84603

Racial Remarks in the Workplace: Humor or Harassment?
Ideas for Action
Terry L. Leap and Larry R. Smeltzer
Number 6, Page 74
Reprint 84610

Selling the 401(k) Plan to Employees
Ideas for Action
Hiram F. Moody, Jr. and Edward D. Higgins
Number 6, Page 68
Reprint 84612

Toward Self-Reliance in Retirement Planning
Ideas for Action
Don Underwood
Number 3, Page 18
Reprint 84314

Why Supervisors Resist Employee Involvement
Janice A. Klein
Number 5, Page 87
Reprint 84508

Product Development

Quick-Response New Product Development
Ideas for Action
Edward F. McDonough III and Francis C. Spital
Number 5, Page 52
Reprint 84511

Production and Services

Case for Skimpy Inventories, The
Ideas for Action
Hal F. Mather
Number 1, Page 40
Reprint 84112

Designing Services That Deliver
G. Lynn Shostack
Number 1, Page 133
Reprint 84115

Get Leverage from Logistics
Roy D. Shapiro
Number 3, Page 119
Reprint 84313

Group Technology and Productivity
Nancy L. Hyer and Urban Wemmerlöv
Number 4, Page 140
Reprint 84404

Kratylus Automates His Urnworks
Tolly Kizilos
Number 3, Page 136
Reprint 84306

Learning to Love the Service Economy
Irving D. Canton
Number 3, Page 89
Reprint 84303

Manufacturing Performance—Pulling the Right Levers
Larry P. Ritzman, Barry E. King, and Lee J. Krajewski
Number 2, Page 143
Reprint 84214

People Make Robots Work
Fred K. Foulkes and Jeffrey L. Hirsch
Number 1, Page 94
Reprint 84107

Putting Production Decisions Where They Belong
Harlan C. Meal
Number 2, Page 102
Reprint 84212

Rediscovery of Logistics, The
Graham Sharman
Number 5, Page 71
Reprint 84515

Simple Truths of Japanese Manufacturing
Andrew Weiss
Number 4, Page 119
Reprint 84414

Yesterday's Accounting Undermines Production
Robert S. Kaplan
Number 4, Page 95
Reprint 84406

Public Affairs and Social Reponsibility

It's the Thought That Counts
Kathleen K. Reardon
Number 5, Page 136
Reprint 84513

What Will We Do When the Well Runs Dry?
Thinking Ahead
Robert A. Hamilton
Number 6, Page 28
Reprint 84606

Real Estate

Corporate Real Estate: Source of New Equity?
Daniel Neidich and Thomas M. Steinberg
Number 4, Page 76
Reprint 84409

Small Business Management

Budget Choice: Planning vs. Control
Growing Concerns
Neil C. Churchill
Number 4, Page 150
Reprint 84403

Cutting Companies Down to Size
Growing Concerns
Milton C. Lauenstein
Number 5, Page 6
Reprint 84509

Loneliness of the Small-Business Owner, The
Growing Concerns
David E. Gumpert and David P. Boyd
Number 6, Page 18
Reprint 84605

Our Entrepreneurial Economy
Peter F. Drucker
Number 1, Page 58
Reprint 84105

Run Your Business or Build an Organization?
Growing Concerns
Glenn H. Matthews
Number 2, Page 34
Reprint 84211

Selecting a Small Business Computer
Growing Concerns
Myron S. Karasik
Number 1, Page 26
Reprint 84111

Small Company Budgets: Targets Are Key
Growing Concerns
Jerry A. Viscione
Number 3, Page 42
Reprint 84315

Upgrade Your Company's Image—And Valuation
Growing Concerns
James McNeill Stancill
Number 1, Page 16
Reprint 84116

Top Management

Demystifying Japanese Management Practices
Special Report
Charles Y. Yang
Number 6, Page 172
Reprint 84617

How CEOs Use Top Management Committees
Richard F. Vancil and Charles H. Green
Number 1, Page 65
Reprint 84118